NYLIFE Securities

"What Type of Investor are You?" Questionnaire

Instructions: Read each question and check the box in the right-hand column which best reflects your preference. Total the numbers checked for each section. Complete the score at the end of the questionnaire to determine the most appropriate Investment Objective for you.

- Helps you, the customer, identify your Investment Objective by answering questions on Risk Tolerance and Time Horizon.
- Helps identify the Investment Allocation mix suitable for your objective.
- The questionnaire score will be used to identify a corresponding Risk Tolerance in the next chart. You may either use the questionnaire or select a Risk Tolerance. All owners must select an Investment Objective that is consistent with their Risk Tolerance or questionnaire score.

Section 1	
1. How much investment risk are you willing to take in pursuit of greater returns?	
a. I want little risk with this investment and am willing to accept lower but more stable average returns as a result.	1 ☐
b. I am willing to take some but not much risk with this investment because I am concerned about significant market fluctuations.	2 ☐
c. I am willing to take a moderate amount of risk with this investment because I understand the relationship between investment risk and return.	3 ☐
d. I am willing to take a greater amount of risk with this investment because I accept that to achieve higher returns I may have to also risk significant market fluctuations.	4 ☐

2. Which of the following best describes how you would like this investment to perform during your planned holding period?	
a. Capital preservation with little volatility	1 ☐
b. Modest return while experiencing lower volatility	2 ☐
c. Average return and volatility	3 ☐
d. Above average return with the potential for significant volatility	4 ☐

3. How optimistic are you about the long-term prospects for the economy?	
a. Very pessimistic	1 ☐
b. Unsure	2 ☐
c. Somewhat optimistic	3 ☐
d. Very optimistic	4 ☐

4. Which of the following best describes your attitude about investments outside the U.S.?	
a. I believe that investing in foreign markets involves risk	1 ☐
b. I believe that overseas markets provide attractive investment opportunities	2 ☐

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5. "If the securities portion of my portfolio were to lose 10% of its value over a one month period, I would prefer to cut my losses and shift into a more conservative investment strategy." How do you feel about the previous statement?	
a. Strongly Agree	1 ☐
b. Agree	2 ☐
c.Disagree	3 ☐
d. Strongly Disagree	4 ☐

6. Choose the answer that best describes your response to the following statement: "I am comfortable with investments that may decline in value if there is equivalent potential for higher returns."	
a. Strongly Disagree	1 ☐
b. Disagree	2 ☐
c. Agree	3 ☐
d. Strongly Agree	4 ☐
Section 1 Total:	0

Section 2	
1. Which of the following best describes your investment objective for this purchase?	
a. Preserving capital while earning income.	1 ☐
b. Earning income while generating moderate growth.	2 ☐
c. Steady long term growth with a low level of earned income.	3 ☐
d. Aggressive growth with no income.	4 ☐

2. What do you expect your standard of living to be 10 years from now as compared to your standard of living today?	
a. Lower than it is today	1 ☐
b. The same as it is today	2 ☐
c. Somewhat higher than it is today	3 ☐
d. Substantially greater than it is today	4 ☐

3. Between today and the end of your holding period for this investment, your goal for the value of this purchase is to be:	
a. More than it is today	1 ☐
b. Somewhat greater than it is today	2 ☐
c. Greater than it is today	3 ☐
d. Substantially greater than it is today	4 ☐
Section 2 Total:	0

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Section 3	
1. What is your age?	
a. 56 or older	1 ☐
b. 46–55	2 ☐
c. 36–45	3 ☐
d. 18–35	4 ☐

2. What is your primary financial goal for this purchase?	
a. Retirement planning	2 ☐
b. Wealth accumulation	3 ☐

3. What is the time frame for you to achieve your financial goals for this purchase?	
a. 0-6 years	1 ☐
b. 7-14 years	2 ☐
c. 15 years or more	3 ☐
Section 3 Total:	0

Totals

The total for each Questionnaire Section is weighted (multiplied) by a number that represents the overall importance of that section when determining your Investment Objective.

- Multiply each total by its weighted factor.
- Add the subtotals to determine your Total Score.

Section 1 Total	0	x 3 =	0
Section 2 Total	0	x 2 =	0
Section 3 Total	0	x 1 =	0

Total Score: 0
Maximum score should not exceed 100

Reference Table

Total Score	Investment Objective
27 or higher	A. Income with Capital Preservation
40 or higher	A. Income with Capital Preservation B. Income with Moderate Growth
61 or higher	A. Income with Capital Preservation B. Income with Moderate Growth C. Growth with Income
72 or higher	A. Income with Capital Preservation B. Income with Moderate Growth C. Growth with Income D. Growth
84 or higher	A. Income with Capital Preservation B. Income with Moderate Growth C. Growth with Income D. Growth E. Aggressive Growth